

Message Text

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TO AMEMBASSY MOSCOW

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E.O. 11652 NA

SUBJ: TECHNOLOGY FOR THE AMERICAN HOME

REF: MOSCOW 8811

1. AGENCY IS PLEASED AT APPARENT CHAMBER RESPONSIVENESS RE SIXTH CITY, AND WE APPRECIATE OGANESYAN'S OFFER TO SUGGEST ALTERNATE IF KHARKOV OR SMOLENSK UNAVAILABLE. WE WILLING ENTERTAIN HIS SUGGESTION, PROVIDED IT WOULD NOT BE A BALTIC CITY, WHICH CANNOT BE CONSIDERED.
2. AGREE SITE SURVEYS SHOULD BE INITIATED PRIOR TO BEGINNING CONTRACT NEGOTIATIONS. WOULD HOPE ALL SITE INSPECTIONS COULD BE COMPLETED PRIOR TO BEGINNING OF CONTRACT NEGOTIATIONS OR SOON THEREAFTER.
3. SEQUENCE OF SHOWINGS IN CITIES IS APPROVED IN PRINCIPLE. FINAL APPROVAL DEPENDS ON APPROPRIATENESS OF SHOWING SCHEDULE, WHICH CAN ONLY BE DETERMINED FULLY AFTER TRANSIT TIMES BETWEEN CITIES CALCULATED AND POSSIBLE USE OF GEODESIC DOME DECIDED. TECHNICAL SPECIFICATIONS TAH AS FOLLOWS:

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EXHIBITION SPACE 1400 SQUARE METERS

OFFICE/LOUNGE 100 SQUARE METERS
INDOOR STORAGE 150 SQUARE METERS
OUTDOOR STORAGE
FOR CONTAINERS 300 SQUARE METERS
MINIMUM HEIGHT 5.20 METERS
DESIRED DOOR OPENING 2.40 METERS HIGH
DESIRED DOOR WIDTH 2.40 METERS WIDE
ELECTRICAL CURRENT: 125 KVA/220 VOLTS

4. AGREE SITE SURVEYS SHOULD BEGIN LATE JULY. REQUESTS
CHAMBER FIX EXACT DATES EACH CITY AND ARRANGE FOR
APPROPRIATE LOCAL OFFICIALS TO BE READILY AVAILABLE SO SURVEYS
CAN BE COMPLETED MINIMUM DELAY. SUGGEST CONTRACT NEGOTIATIONS
BEGIN LATE AUGUST OR EARLY SEPTEMBER. BASED ON PAST
EXPERIENCE, WE DOUBT THAT SURVEYS CAN BE SUBSTANTIALLY
COMPLETED BY EARLY AUGUST ACCORDING TO CHAMBER TIMETABLE.
WE BELIEVE THAT A MORE SUITABLE DATE FOR BEGINNING NEGOTIATIONS
WOULD BE IN EARLY SEPTEMBER. EVEN IF DELAYS ARE ENCOUNTERED,
THIS SHOULD PROVIDE TIME FOR COMPLETION SURVEYS IN ALL SIX
CITIES BEFORE ONSET OF NEGOTIATIONS, WHICH IS HIGHLY DESIRABLE.
SHOULD COMPLETION OF SURVEYS BE EARLY AUGUST AS SUGGESTED IN
REFTEL BE POSSIBLE, THE TIME LAPSE BETWEEN END OF SURVEYS
AND ONSET OF NEGOTIATIONS WOULD ACTUALLY BE AN ADVANTAGE,
PROVIDING TIME FOR A MORE THOROUGH EVALUATION OF SURVEY
RESULTS. WE CONSIDER IT DESIRABLE THAT THE AGENCY SURVXY
REPRESENTATIVE ALSO BE PRESENT AT THE NEGOTIATIONS. CRAIG-
REX VIENNA AVAILABLE FOR SITE SURVEYS. AGENCY PLANS SEND
CONTRACT TEAM CONSISTING OF IOA/C DYER AND CRAIG-REX VIENNA.

5. THE FOLLOWING SCHEDULE IS UNDER CONSIDERATION AND EMB
COMMENTS ARE REQUESTED. IT WAS DEVELOPED AFTER ALLOWANCE
FOR ACADEMIC YEAR, GUIDE TRAINING REQUIREMENTS AND THE
HOLIDAY SEASON:

A. BAKU:

SET-UP- JANUARY 25- FEBRUARY 9, 1975
SHOWING - FEBRUARY 12-MARCH 15, 1975

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ASSUMING TAKE DOWN, TRANSIT TIME, INSTALLATION
WILL TAKE MINIMUM 30 DAYS, REMAINING FIVE-CITY
SCHEDULE WOULD, TENTATIVELY, BE AS FOLLOWS:

B. TASHKENT- APRIL 16- MAY 20, 1975
C. MOSCOW- JUNE 18-JULY 19, 1975
D. LVOV-AUGUST 20-SEPTEMBER 20, 1975
D. KHARKOV (SMOLENSK) OCT 22- NOV 23, 1975

F LENINGRAD - DEC 26, 1975 JAN 26, 1976

ABOVE PLANNING SCHEDULE ASSUMES 28-DAY SHOWING PERIOD WITH EXHIBIT CLOSED ON TUESDAYS AND ON MAY 1, 2 AND 9 AND NOV 7. THE AGENCY HAS AUTHORITY TO MAKE AN ADVANCE PAYMENT TO CHAMBER AND THIS CAN BE ARRANGED IN THE CONTRACT AND PAYMENT EFFECTED BY DEC 5. SUGGEST EMBASSY MAKE NO COMMITMENT THIS TIME AND THAT IT BE LEFT TO THE NEGOTIATING TEAM.

6. GEODESIC DOME POSSIBLE AS INDICATED ABOVE; HOWEVER, EVEN THOUGH WE WOULD PREFER NOT TO BECAUSE OF THE HIGHER COST INVOLVED, ERECTION AND DISMANTLING TIMES MAKES USE IN CONSECUTIVE CITIES HIGHLY IMPRACTICAL.

7. AGENCY WELCOMES EMB VIEWS AND SHARES OGANESYAN'S HOPE RE SPECIALISTS. WE WILL ATTEMPT, WITH COOPERATION OF CHAMBER AND LOCAL AUTHORITIES, TO PROVIDE OPPORTUNITY FOR PROFESSIONAL MEETINGS AND SEMINARS WHERE SOVIET AND AMIERCAN SPECIALISTS MAY HAVE WERIOUS DISCUSSIONS ON TOPICS OF MUTUAL INTEREST. PLANS FOR RECRUITMENT OF US F SPECIALISTS AND PROPOSED SEMINAR TOPICS WILL FOLLOW SEPTTEL.

8. REX VIENNA INFORMED. SISCO

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